

IEDC

Quarterly

Fourth Quarter 2007

Indiana's Life Sciences Initiative Paying Dividends

The Indiana Economic Development Corporation (IEDC) ended 2007 by landing several high-profile, high-wage economic development projects in the life sciences sector and set a new state record for job growth and business investment for the third consecutive year.

Medco Health Solutions Inc., a Fortune 100 company, announced in November that it would build the world's largest and most advanced automated pharmacy in Indiana. The \$150 million facility will employ 1,300 pharmacists, pharmacy technicians, IT professionals, engineers and logistics personnel by 2012. The new jobs will pay an average of \$50,000 a year and contribute about \$65 million in annual payroll into the state's economy.

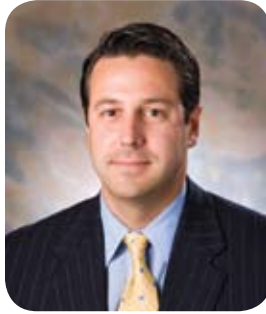
In October, Arcadia HealthCare, a provider of home healthcare products, announced it would relocate its national headquarters from Michigan to Indiana, creating more than 400 new jobs by 2010. The company will invest more than \$3 million into its new headquarters and has already started hiring Indiana managers, pharmacists, pharmacy technicians and sales staff.

Health insurer WellPoint in October opened its Precision RX Specialty Solutions pharmacy adjacent to Indianapolis International Airport. The facility, which specializes in coordinating patient care and distributing specialty drugs, now employs about 400 pharmacists, pharmacy technicians, nurses and customer service representatives and is expected to employ about 900 Indiana workers by the end of 2009.

These high-tech, high-paying jobs are a result of a decision by Governor Mitch Daniels, the IEDC, and state, business and community leaders to make development of the life sciences industry a priority for Indiana. Organizations such as BioCrossroads have been an invaluable partner with the IEDC in raising Indiana's profile within the industry. Indiana's educational institutions have tailored courses to turn out highly trained biologists, pharmacists, doctors and researchers that life sciences companies demand.

The Medco, Arcadia and WellPoint announcements are evidence that Indiana's concerted approach to job growth in the life sciences sector is working and will continue to pay dividends in the years ahead.

From the Secretary



For the third consecutive year, Indiana has set a new job commitments record.

In 2007, 158 companies from across the state, country and world chose Indiana over another place to bring their next job-creating investments. These companies will create more than 22,600 new jobs in the Hoosier state during the next several years. The average hourly wage for the new jobs is \$20.56 – substantially above the state average wage of \$18 per hour.

Since Governor Mitch Daniels established the IEDC in early 2005, Indiana has set and then exceeded all previous marks for competitive job creation. Nearly 500 companies have committed to create more than 60,000 new jobs in Indiana and invest more than \$14 billion in their Indiana operations since January 2005.

Nearly half of the new jobs secured by the IEDC this year will come to communities with a population of 25,000 or less – evidence that Governor Daniels' focus on the economic revival of Indiana's smaller towns and communities is beginning to pay off. Internationally, Indiana is also outpacing the competition. Since 2005, more than 13,000 jobs have been committed to Indiana by international companies. In fact, Indiana ranked number one in North America in the creation of production jobs from international sources in 2006, according to a 2007 IBM study.

The companies committing to Indiana this year will create jobs across our state in diverse industries. These include life sciences companies such as Medco (Whitestown), Zimmer (Warsaw), CSpine (Plymouth) and Beckman Coulter (Indianapolis); information technology and telecommunications firms like Exact Target (Indianapolis), Amazon (Munster) and AT&T (Evansville and Indianapolis); manufacturing companies like Berry Plastics (Evansville), Really Cool Foods (Cambridge City), Chrysler/GETRAG (Tipton) and TS Tech (New Castle); and logistics sector companies like CVS (Indianapolis), U.S. Cold Storage (Lebanon) and Sunrise Medical (Plainfield).

Today, Indiana is clearly outpacing its Midwest counterparts in new job creation and is standing out as a destination of choice nationally. Our unemployment rate is now at a six-year low at 4.7 percent – the lowest in the Midwest. We have the lowest business costs in the Midwest and fourth lowest in the United States (*Forbes*, July 2007). Our tax climate ranks first in the Midwest and 12th nationally (Tax Foundation's 2007 Business Tax Climate Index).

These strengths, along with an aggressive focus on closing deals, have propelled Indiana into the driver's seat when it comes to winning the jobs battle.

A handwritten signature in black ink, reading "Nathan J. Feltman".

Nathan J. Feltman
Secretary of Commerce

"Ice River Springs is very pleased to be building in Indiana. We've enjoyed dealing with the state, county and town representatives and found Indiana to be very business-friendly. The entire process from conception to excavation was smooth and expedited."

Jamie Gott
President, Ice River Springs

Entrepreneurship Week Taps Indiana's Spirit of Business Innovation

Indiana Entrepreneurship Week, a week's worth of statewide events and activities designed to promote and celebrate entrepreneurs who start and grow their companies in Indiana, was an unqualified success.

Held November 5-9, the second-annual celebration involved 30 events all around the state, including activities hosted by Indiana colleges and universities, local economic development organizations, communities and technology parks. Events were designed to celebrate, inspire and inform entrepreneurs from high school age to college students to seasoned serial entrepreneurs who are forming their next high-potential company. More than 3,000 people statewide attended these activities.

A highlight of the week was Indiana Entrepreneurship & Innovation Day, developed by the IEDC and held at the Indiana Convention Center in Indianapolis. The day provided attendees with the opportunity to network with investors, successful peers and innovators, learn from the experiences of other entrepreneurs, find resources to support their growing businesses, and gain key business development contacts. More than 1,000 people attended the day, which also included a variety of informational workshops.

Entrepreneurship & Innovation Day also included the first ever Collegiate Idol Competition, a student-based "big idea" competition featuring 15 teams of Indiana's most innovative college students, who competed for \$17,500 in cash prizes. The day also included the Venture Idol Competition, which showcased 20 Indiana entrepreneurs who have exciting new innovations hitting the market. The competition took place in front of an audience of 200 angel investors, venture capitalists and peer entrepreneurs. Cash prizes were awarded for winners in the categories of "Most Innovative Product," "Biggest Market Opportunity," "Let Me Invest Now," and "Audience Favorite."

New Indiana Web Site Eases Filmmaking in Indiana

The IEDC has unveiled a new, easy-to-use Web site which will enable filmmakers to identify Indiana shooting locations for movies, television shows, commercials, and new media and to identify Indiana-based film organizations, talent and expertise.

The Web site, www.FilmIndiana.com also includes information about current industry news, Indiana business incentives, and related links. The site also will enable filmmakers to advertise for filmmaking-related jobs through a job bank posting.

The intent of the site is to help boost the number of film projects shot in Indiana by providing a single point of reference for filmmakers who seek comprehensive information about Indiana's film resources.

Events

The most recent and upcoming business development events and activities involving the Indiana Economic Development Corporation:

November 5–9	Indiana Entrepreneurship Week
November 8	Indiana Entrepreneurship & Innovation Day
November 8–10	Society of Industrial and Office Realtors
December 2–4	Area Development Consultants Forum
December 6–8	Performance Racing Industry
February 12 – 14	Dallas Business Development Trip
March 5	Indiana University Business Conference

Major IEDC Project Announcements, Fourth Quarter 2007

Boone County: Medco Health Solutions

The company plans to fill a growing nationwide demand for lower-cost medicines by building the world's largest and most advanced automated pharmacy in Boone County. The new 318,000-square-foot pharmacy, an area equivalent to six and a half football fields, is slated to open in early 2009 and will bring approximately 1,300 jobs to the state by 2012.

Clark County: Connexions Inc.

The Orlando-based company will invest more than \$6 million to create a secure customer contact and support center that will create more than 750 new jobs. The center will employ customer care professionals, licensed insurance agents, registered nurses and technical support specialists to serve the company's national client base.

Marion County: Arcadia HealthCare

A provider of home healthcare and healthcare products, Arcadia HealthCare will invest more than \$3 million to relocate its national headquarters to Indianapolis, creating more than 400 new jobs by 2010. The company will hire managers, pharmacists, pharmacy technicians and sales staff.

Bartholomew County: LHP Inc.

Software developer LHP Inc. will grow its operations in Columbus, creating more than 320 new high-tech jobs by 2011. The international developer of software and hardware solutions for the military, automotive and medical industries

will invest more than \$1 million to expand its headquarters and development center, making room for new research and development equipment and new computer hardware.

Dubois County: OFS Brands Holdings

Office furniture giant OFS Brands Holdings will expand the company's national headquarters and manufacturing operations in Huntingburg and create more than 300 new jobs by 2012. The manufacturer, marketer and distributor of office furniture will invest more than \$81 million to add new production facilities, veneer operations, UV coating systems and additional office space to its headquarters and manufacturing center.

Vanderburgh County: Berry Plastics

A manufacturer and marketer of plastic packaging products, Berry Plastics will consolidate its global corporate headquarters in Evansville and create 250 new jobs. The company will invest more than \$20 million to build and equip a new headquarters facility and will begin to increase staffing to meet the needs of the growing business.

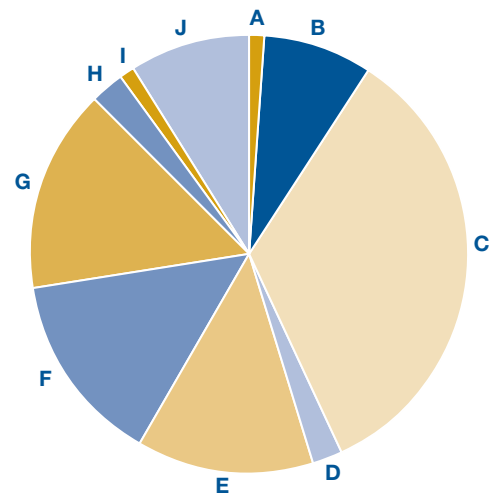
Gibson County: Toyota Boshoku America Inc.

A major auto parts supplier, Toyota Boshoku Corp. will locate a new seat frame production and assembly facility in Princeton, creating more than 200 new jobs. The company will build and equip the 201,000 square-foot facility to manufacture and assemble seat frames for the nearby Toyota Motor Manufacturing Indiana plant.

2007 IEDC Competitive Projects Industry Analysis Measured by New Jobs through December 31, 2007

A	Biofuels/Energy	1.25%	283
B	Food/Agriculture	8.06%	1,823
C	IT/Telecom	33.95%	7,682
D	Insurance/Financial Services	2.09%	472
E	Life Sciences	13.22%	2,990
F	Manufacturing – Other	14.10%	3,191
G	Manufacturing – Automotive	15.03%	3,402
H	Manufacturing – Steel/Metals	2.56%	580
I	Motorsports	.87%	196
J	TDL	8.87%	2,008

New Job Commitments: 22,627



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